



**CLEAResult**

# Shifting Workplace Behaviors In Industrial Facilities to Maximize Savings

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We change the way people use energy™

# Who buys energy at your facility?



## ▲ Our Work

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- Strategic Energy Management – program design, management and coaching services
- Operating six years – since 2009
- Program sponsors – primarily electricity entities, some natural gas
- Focused on achieving low/no cost energy savings
- Workplace behavior is a key component

## ▲ Behavior and Activities that Influence Energy Usage

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- Process and equipment operation
- Maintenance practices
- Process and equipment setup and optimization
- Process scheduling and throughput improvement
- Productivity and quality improvement
- Equipment selection





## ▲ Our Participants

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- 200+ industrial sites
- Cohorts/groups of 10-15, also individual sites
- Annual energy consumption
  - Large 10 to 200+ GWh
  - Small-Medium 2 to 10 GWh
- All types of facilities – “from soup to nuts”

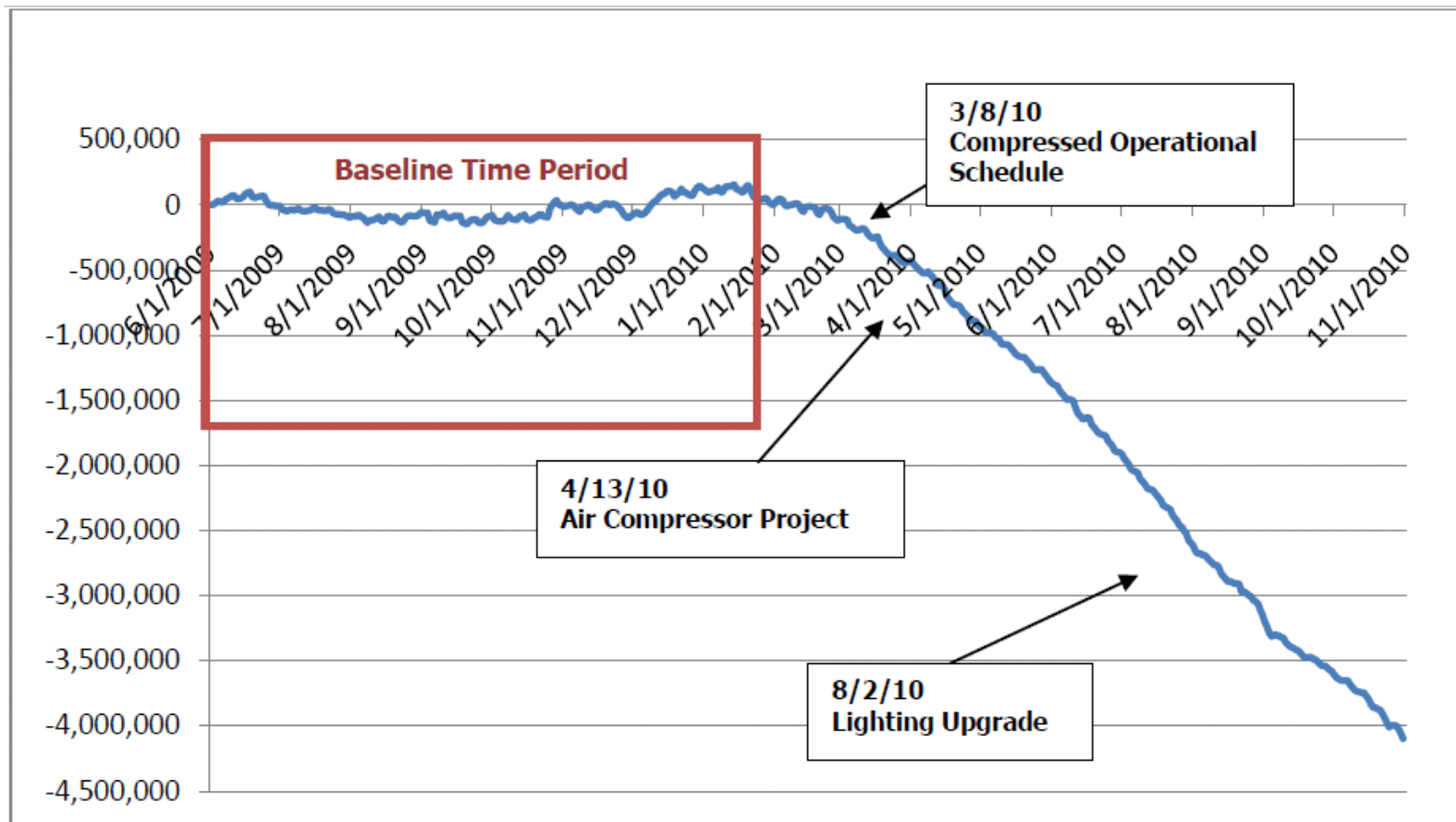


# Strategies



# Measurement

To engage people you need to keep score



## ▲ Recognize Competing Priorities

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- Enlist Executive Sponsor support
- Keep it simple
- Piggyback





## ▲ Be Persistent – Have a Long Term Vision

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- Minimum – 1 year
- Multi-year programs - 3 to 5 years
- Ongoing “Maintenance” events

## ▲ Use a Change Management Approach

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**A**

**Awareness** of need for change

**D**

**Desire** to participate and support the change

**K**

**Knowledge** on how to change

**A**

**Ability** to implement required skills & behaviors

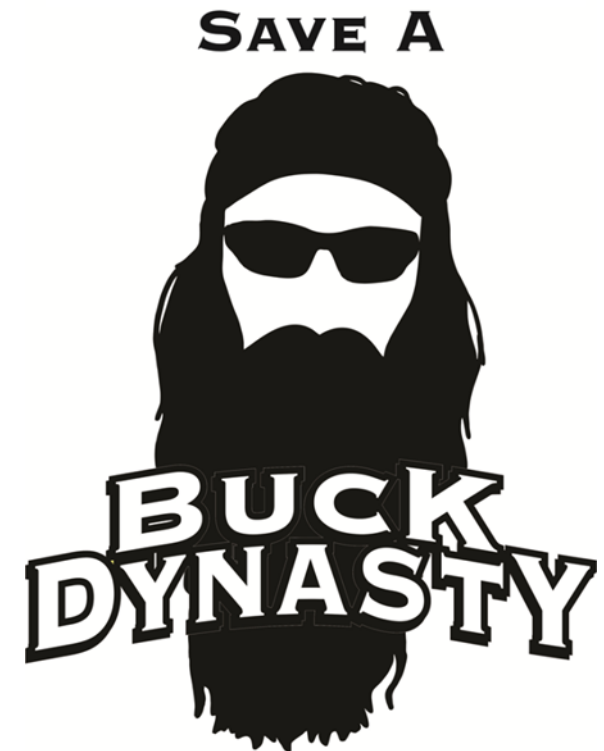
**R**

**Reinforcement** to sustain the change

*Prosci® ADKAR® Model*

# Saving Energy Campaigns - Examples

*Assembling..... The Energy Team...*  
*The Power Rangers.... Fighting watts*



# Saving Energy Campaigns - Examples

<b>ENERGYGUIDE</b>	
Estimated Yearly Energy Cost <b>\$120,000</b>	Shutting off during non production saves \$!

**Ooops!**

You forgot to turn off your equipment prior to a shut down!

**ENERGY SAVING OPPORTUNITY**

Date: \_\_\_\_\_ Initials: \_\_\_\_\_

#0001

ENERGY SAVING OPPORTUNITY

#0001

**Check Action**

- Turn off or slow down when not in use
- Fix leak
- Reduce friction (replace filter)
- Use energy efficient equipment
- Repair /calibrate equipment
- Adjust system balance and set points
- Use proper equip. (replace compressed air)
- Increase throughput / reduce downtime
- Reduce scrap, defects, handling
- Other

Use the back of the tag to explain the details of your energy saving idea.

Name: \_\_\_\_\_

Date: \_\_\_\_\_

Tag location: \_\_\_\_\_

**I CARE**

Suggestions

Employee Engagement = Results



# Spill Over to Residential Programs

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Company Sponsored  
Energy Awareness Events

Utility Residential  
Program Support





# Results